

Question number	Name of document, section and page number	Question	Answer Eindhoven Airport (EANV)
1	Invitation to Tender: 1.6 Award criteria, 6, 6.1 and 6.2 Award criteria	<p><b>Error in awarding</b> There seems to be a manifest error in the award criteria. Contrary to what is stated, the mentioned quality criteria have no influence in the awarding. In fact, a price difference of only 1 euro is decisive for the award of your complex contract.</p> <p><b>Example AC1:</b> Tenderer 1 € 450,000 = 100 points * 70% = 70 Tenderer 2 € 450,001 = 50 points * 70% = 35 Tenderer 3 € 450,002 = 10 points * 70% = 7 Tenderer 4 € 490,000 = 10 points * 70% = 7</p> <p><b>Example AC2:</b> Tenderer 1 = Unsatisfactory: 10% * 100 points * 30% = 3 Tenderer 2 = Satisfactory: 70% * 100 points * 30% = 21 Tenderer 3 = Good: 100% * 100 points * 30% = 30 Tenderer 4 = Good: 100% * 100 points * 30% = 30</p> <p><b>Final score:</b> Tenderer 1 = 73 (winner by 1 euro and unsatisfactory quality) Tenderer 2 = 56 Tenderer 3 = 37 Tenderer 4 = 37</p> <p>The mentioned criteria AC2 Reliability and suitability has no influence whatsoever on the final result, making it by definition an award based on the Lowest Price. Are you therefore willing to adjust the valuation of the BPQR criteria so that the "weighted factor scoring method" you have chosen is actually applicable? Maybe that the very different scoring table at 6.1 was added erroneously instead of proportionate valuation?</p>	<p>AC1 will be changed to the following: The score for AC1 Price is calculated on the fixed contract price and in accordance with the LOG formula: <b>Score = (MP – MP x (( LOG ( PI / LP )) / LOG ( 1.5 ))) * 70%</b> (MP = Maximum Points (available) (for the Price Award Criterion/Subcriterion)) (PI = Price (of) Tenderer) (LP = Lowest Price (at which a Tenderer submits a tender))</p> <p>The Contracting Party has opted for a LOG formula in this procedure. The LOG formula specifically has the following characteristics: •It is a relative formula. •In this formula the points do not change if the Tenderer with the lowest tender price withdraws. •Using this formula it is easy to determine up to which factor relative to the lowest tender the Contracting Party is prepared to award points. In this case: if the price is 50% higher, the Tenderer concerned scores zero points. No negative scores (minus points) are issued. If the formula generates a negative score, zero points are awarded. Manipulative Tenders are not permitted. A Tenderer will be deemed to be manipulative if the assessment system is manipulated in such a way that the manifest aim of the Contracting Party is frustrated and the bidding of realistic prices is disrupted. Such a Tender will be deemed invalid and excluded from the Tender Procedure.</p> <p>Sample calculation for Price award criterion/subcriterion: Tenderer A: Tendered price: 450000 Formula: (100 – 100 x (( LOG ( 450000 / 350000 )) / LOG ( 1.5 ))) * 70% Score for the Price award criterion/subcriterion: 26,61</p> <p>Tenderer B: Tendered price: 400000 Formula: (100 – 100 x (( LOG ( 400000 / 350000 )) / LOG ( 1.5 ))) * 70% Score for the Price award criterion/subcriterion: 46,95</p> <p>Tenderer C: Tendered price: 350000 Formula: (100 – 100 x (( LOG ( 350000 / 350000 )) / LOG ( 1.5 ))) * 70% Score for the Price award criterion/subcriterion: 70,00</p>
2	Invitation to Tender: 3.4 Assessment of Tender	<p><b>Assessment committee.</b> You mention that the assessment committee consists of specialists drawn from different departments of the airport. Which function areas and levels are represented in the committee?</p>	<p>The assessment committee will consist of the following departments: - one colleague of the department Technical Services &amp; Facility Management, management; - two colleagues of the department Airport Operations, management and operational.</p>
3	Invitation to Tender: 1.1 Cliënt, 6.2 Reliability and suitability. Appendix G	<p><b>Clarification snow clearance</b> Can you provide more clarity on the snow clearance action where Tenderers can base their answers for criteria AC2 on?</p> <p>- What is the timeframe within the snow clearance act+A1:C4ion has to be completed? - Do we understand correctly that only the yellow marked area must be cleared? - Is there consistency (and if so what) in clearing the yellow marked area and the blue area? - Are there multiple types of snow removal scenarios? - Are there multiple snow removal machines in operation simultaneously during a snow removal operation at your airport?</p>	<p>- Timeframe for completion of snow clearance of both the yellow and blue area: approx. 45 minutes. - That's not correct; both yellow and blue area must be cleaned. Yellow area is concrete, the blue area is asphalt. - Both yellow and blue area are one platform and must be cleaned in the same clearing action. Only the surface is different. - There is one snow removal scenario: the blue and yellow area together must be cleaned in the most effective and fastest way. - Other snow removal equipment available at Eindhoven Airport: 2 Multi Hogs with plough (one of 2,5 m width and one of 3,2m width), 1 snowbrush attachment on a shovel of 3,5m width</p>
4	Aankondiging document d.d. 4 dec. 2021	<p>In the first announcement document is stated at point IV 2.4. that the required languages are English / Dutch. Because of the fact that the Tender in the Netherlands applicable is and Tendered as well Netherlands. We prefer to communicate in Dutch. We assume that this is in accordance with your own documents and that this approved.</p>	<p>No, parties are required to communicate in English. Please refer to paragraph 2.8.1. and 2.4.3 of the Invitation to Tender. EANV reserves the right to disregard comments or questions received in Dutch or another language. EANV points out that in the next round only questiond in English will be answered.</p>
5	Aankondiging document d.d. 4 dec. 2021. En 2.3. planning of this tender uit document Invitation to Tender.	<p>Without any announcements before there is a tender published on the 4th of december 2021. It looks like that there was an attempt on the 2nd of december. However, this announcement was not going ahead because of technical reasons. According to the procurement law there are strict restrictions with the terms. The set terms are minimum terms. You need to give participants long enough the time to complete the tender. There are a few expectations. However, then there is a need of a pre announcement. According to us, was the publication of the tender not according to the terms. Therefore, the question, could you share terms of the Tender again so that participants have enough the time to participate in the tender?</p>	<p>There will be a another possibility for submission of questions on TenderNed. The adjusted schedule is as follows: 21 December 2021: Answers on submitted questions 4 January 2022: Submission of questions on TenderNed, part 2 10 January 2022: Answers on submitted questions, part 2 21 January 2022: Final date for submission of tender 26 or 28 January 2022: Presentation 8 February 2022: Provisional award 1 March 2022: Final award and granting of engagement</p>
6	Aankondiging document en tijd tabel in de invitation.	<p>The tender act advised to look during the COVID-19 pandemic and to confirm if the COVID-19 pandemic has influence on the set terms. It looks like this was not the case. Question, would you expand the terms so that there is more time? Now, there is expected that during the festive holidays to make a purpose. This is a significant challenge to do this correctly in such a time frame.</p>	<p>See the answer to question 5.</p>
7	Algemene vraag betreft de Tender:	<p>It is standard procedure that there is a markt research. There are multiple ways for this. Especially because the fact that you are looking for a specifiek location on the airport to use during snow. In our opinion we did not saw a publication oid. This is a missed change in our eyes. You have on this moment the option to challenge multiple parties and to look for the best solution. Is it indeed correct that there was no market consultation?</p>	<p>A market consultation is not mandatory. It is correct that there was no market consultation.</p>
8	Vraag betreft Marktconsultatie;	<p>We would like together with our partners talk with you about our ideas and solutions for your location to make a porposal for during snow. We are having the opinion that it is more then worth it to do research to this aspect. Question, are you still available to talk with other parties about this subject?</p>	<p>No, there is no possibility for consultation or discussion. All relevant information for submitting an offer can be found in the tender documents.</p>
9	Vraag betreft document: Invitation to Tender: 5: Programme of Requirements.	<p>You call it a Snow blower sweeper, what you are looking for. You made us doubt at first, but when we got to the specifications, in chap. 5. After reading the Program of Requirements, we found out that you would like a quote for a Compact airport Sweeper. If we go to the last point in the Program of Requirements. Delivery of equipment at latest October 31 2022, we understand why you have a huge hurry to execute the tender as quickly as possible. It has been well known for quite some time that delivery times for many products have increased enormously, for trucks this has now been more than a year. Then there is a construction time of 8 to 10 weeks, which results in a delivery time of approximately 15 months. This should normally have come up during a thorough market research, and you could have concluded that you have a little more time to prepare a good Tender. Question regarding delivery time: Are you willing to accept the current delivery times (if you will call a number of truck suppliers, our delivery time will be confirmed).</p>	<p>EANV has decided to make the delivery time part of het plan (Quality - AC2). Section 5: Programme of Requirements will be adjusted as follows: 6. If the delivery date of October 31st 2022 can't be met, Tenderer is allowed to offer an alternative equipment, to cover the period from October 31st 2022 until the final delivery date of the equipment. Therefore we also need to know, in this plan, what date the final equipment will be delivered.</p>
10	Vraag in het algemeen:	<p>In question 1 till 6, we have motivated that the tender according to us incorrect published because of the incorrect information and delivery times. It will be very difficult for us to make a proper proposal for the set date 04.01.2022. Moreover, unfortunately, you need to deal with the current marked situation. Question, again, are you available to expand the delivery times and a acceptable market so that other parties are having the possibility to enroll on the Tender?</p>	<p>See the answer to question 5.</p>
11	Vraag in het algemeen:	<p>You had in 1 nota from intelligence in your overview. We still are having multiple questions. However, they are only useful if you are available to do a few adjustments. Question, May we assume that we may use questions in the second NVI? If necessary?</p>	<p>There will be a another possibility for submission of questions on TenderNed. Therefore the adjusted schedule for this tender will be; 21 December 2021: Answers on submitted questions 4 January 2022: Submission of questions on TenderNed, part 2 10 January 2022: Answers on submitted questions, part 2 21 January 2022: Final date for submission of tender 26 or 28 January 2022: Presentation 8 February 2022: Provisional award 1 March 2022: Final award and granting of engagement</p>
12		<p>in connection with the tender for a compact machine for snow removal at Eindhoven airport, we find that the delivery date on October 31, 2022 is not very realistic Taking into account the fact that a possible procurement contract will be signed in January / February 2022. In this situation, we ask whether the contracting authority provides for the possibility of postponing the delivery of a complete vehicle to 2023?</p>	<p>See the answers to question 5 and question 9.</p>